



## American Internet Group, LLC



212 N. Hosmer St., Lansing, MI 48912

November 5, 2011

**Letter of Appeal**  
**Marlene H. Dortch, Secretary**  
**Federal Communications Commission**  
**Office of the Secretary**  
**445 12th Street, SW**  
**Washington, DC 20554**

**Dear FCC Review Officials,**

**Re: Request For Review - 471: 762367, FRN: 2059577 MR1: According to our records, it was determined that the above funding request for discounted services has not been justified as being cost effective as required by the Schools and Libraries Support Mechanism's rules and procedures. The purchase cost per cabling drop at \$609.20 and maintenance cost per cabling drop are considered excessive and is not cost effective. ....MR2 FCC rules state that, in selecting a service provider, the applicant must carefully consider all bids submitted and must select the most cost-effectivemeans of meeting educatinoal needs and the technology plan goals.....In order to ensure that applicants are not requesting discounts for services beyond their reasonable needs, USAC denies funding request(s) for not being cost effective. ....|**

American Internet Group, LLC (hereinafter "AIG") as an aggrieved party to the above FCDL hereby submits this request for appeal seeking reversal of the September 07, 2011 FCDL for Northpoint Academy (NP) and its 2010 funding request.

As a Service Provider with the FCC's ERATE Program since 2003 I wish to appeal the above decision as my company and employees in good faith responded to NP's 470 application. This involved visiting the school multiple times, meeting with administrators and technology staff, facilities personnel, and finally crafting a comprehensive quote based on measurements from the schools campus contrasted with its technology plan. Upon winning the lowest bid and being selected as their service provider my staff and I worked with NP's senior administration to finalize their 471 and item 21 documents over several weeks. This involved over 100 hours of on and off site work in addition to time in the office waiting on parent/staff/student meetings to end. After waiting the standard time after submitting the 471 (typically the summer of the funding school year) and answering weekly queries from NP administrators, their management company, and providing regular updates to their Board of Director, and now into the start of the 2011 school year to receive this denial for cost effectiveness has been a dismal waste of time, energy, and money paid to staff for managing this process til this date.

As you know the Eligible Services List includes a limited number of services that are billable and in trying to keep down costs while operating in an urban environment the quote and signed contract that we submitted to the school and the SDL is within industry standards for the scope of services proposed to be delivered.

In delivering services to urban school district's through the ERATE Program my staff's and company's vehicles have been stolen, burglarized for tools and equipment, vandalized, and oftentimes teams of service personnel have to be dispatched to watch vehicles, tools, and equipment being delivered to prevent loss from theft. The area that this school is in is Highland Park Michigan, an inurb inside the City of Detroit, that has a crime rate that exceeds even Detroit's. Additionally this city has seen a rapid disinvestment in infrastructure that started with the closing of the Ford Motor Company plant in the 1970's that was the place where the Model T was made and adjacent to America's first highway the Davison Expressway. After Ford Motors left the City has struggled with a diminishing tax base that eventually lead to the layoff of it's police and fire department and the State Police and City of Detroit Fire Department having to respond to emergencies and put out fires. Because of the school's location and high crime rate, the proposal that my team submitted was fair, balanced, and very much in line with quotes my company provides to small businesses outside of the ERATE Program in urban cities like Baltimore Maryland and Newark New Jersey.

Our proposal factors in having to work around school district's schedules, oftentimes doing work on weekend, breaks, and over holidays to accommodate the students, staff, and parents. Doing work at night, on breaks, and over the weekends requires more staff for security needs, not billable under the eligible services list and a requirement for this project. Additionally redundant personnel have to be dispatched for jobs requiring only one person because one is watching vehicles and tools while the other is installing, fixing, or repairing equipment that was the result of the service call.

I am appreciative of the ERATE Program and it's beneficial work with America's most deserving rural and urban districts however the costs that we quote for projects has all of the administrative overhead related to regular updates, carrying cost for up to two years before an approval and having to re-research pricing because the models have expired and new more costly equipment exist, on top of having to factor in additional staffing because of the high crime rate that exists in the area into the price of Eligible Components included with the quote.

As such I wish to appeal SLD's decision and for your review.

**Regards,**

A handwritten signature in black ink that reads "John D. Edwards". The signature is written in a cursive style with a horizontal line extending to the right.

**John Edwards, President  
American Internet Group, LLC.  
SPIN Number: 143025387  
313 - 461-8090**

**Email: je2000\_mi@yahoo.com**

**CC: Northpoint Academy Board of Directors  
Senator Debbie Stabenow  
Landis Y Lain, Esq.**